

## Herald's Classified Ads.

## FOR RENT

FOR RENT—Housekeeping rooms over Ashland Fruit store. See L. Jacobs or phone 2597. 2-17

OFFICE ROOMS—Choice suites in the Odd Fellows and Willis buildings; best location in the city. See W. O. Smith, Herald office. 20-17

## FOR SALE

FOR SALE—Piano and household goods. Dr. M. M. Long, 521 Alameda. Phone 226 M. 18-17

## MISCELLANEOUS

YOUNG MAN wants board and room with bath, in private family. Best of references. Call phone 120, between 9 and 5. 22-17

Insurance that pays, an pays on time. See Chilcote, 635 Main St.

Subscribe for the Herald, 50 cents a month.

## PROFESSIONAL CARDS

**CITY AND COUNTY ABSTRACT COMPANY**  
ABSTRACTS INSURANCE  
Members Oregon Association  
Title Men

## Wood! Wood!

Block, single load .....\$2.75  
Block, double load .....\$4.00  
Absolutely dry slabs .....\$3.25  
(Extra on hill)  
16-inch Body and Limb Wood  
4-foot Body and Limb Wood  
Rock Springs Coal  
Leave orders at Ashland Fruit Store, 3d and Main.  
PHONE 280-J  
P. C. CARLSON

## Midway Livery Co.

## IN NEW HANDS

Horses bought and sold. Harness and buggies for sale. Good rigs for hire and gentle horses. Baled hay and grain for sale.  
Phone 2157

## We Will Give Scrip

WITH ALL SPOT CASH WOOD BUSINESS at regular prices.  
Leave money with order or pay on Delivery  
KLAMATH FUEL CO.  
515 Main Street

## Plumbing and Tinsmithing

We Do the Work Just Right  
PADE & FINGLE  
"The Know How Men"  
Cor. 6th & Klamath, Phone 217

## New Darning Machine

Darns your hosiery and underwear  
KLAMATH FALLS  
Steam Laundry  
PHONE 22

## HALL GRILL

## Special every day

Noon Lunch .....85c  
Night course Dinner .....85c  
Sunday Chicken Dinner for 75c  
Music every evening by Tindall's Orchestra  
HENRY E. DAY, Prop.

The Herald, delivered at your door, office, or home, 50c a month.

## The Evening Herald

W. O. SMITH, Editor

Published daily except Sunday by The Herald Publishing Company of Klamath Falls, at 115 Fourth Street.

Entered at the postoffice at Klamath Falls, Oregon, for transmission through the mails as second-class matter.

Subscription terms by mail to any address in the United States:  
One year .....\$5.00  
One month .....\$.50

KLAMATH FALLS, OREGON  
TUESDAY, FEBRUARY 22, 1915



AND STOP AT  
KLAMATH FALLS

## MEETING COMPETITION

GENERALLY speaking, most of the problems and difficulties that beset the retailer are related to his methods rather than to his prices. Often, however, he attributes his difficulties to prices rather than to methods. For example, he thinks he loses orders to the catalogue house because he can not meet its prices, when in fact he does not know that price entered into the sale, for he had no opportunity to quote.

There are merchants who always are permitted to quote in such cases and many times they get the orders without meeting the prices.

If the merchant has an established reputation for honesty and for quality, he can actually maintain higher prices and retain his business in the face of competition based on price alone. He can do so because he emphasizes other factors than price. If price only is considered by the buyer and the merchant deals on that basis, disregarding both quality and service, he places himself in the class of order takers. To the extent that he is a real merchant he will and can safely disregard price. Many good merchants have customers who seldom ask the price of articles they buy of him.

If price only is considered, no salesmanship is required to make sales. The fact is that price is a relative term. That and many other elements enter into a sale to determine the value received by the purchaser for his money. The real salesman injects these elements into the transaction and emphasizes their importance. He thus may have competition on price only, but he has no competition whatever on the other elements of the bargain. The merchant whose only claim on patronage is price must compete with all the world on the basis of price alone.

MR. MAIL ORDER buyer, if you buy out of Klamath Falls, why can't we? And if we do buy out of Klamath Falls and our neighbors buy out of Klamath Falls—what in blazes is going to become of Klamath Falls?

THE CHAMBER of Commerce took a progressive step last night, when it decided to appoint a committee to make a thorough investigation of the sugar beet industry, with an idea of putting it up to the farmers in black and white.

AND SPEAKING of comebacks, we rise to announce that "Uncle Tom's Cabin" will be with us Thursday and Friday, with the bloodhounds, ice, Topsy, Lawyer Marks—to be brief, everything but the street parade and the kids' chances for comps by leading the hounds.

LET THOSE WHO kick about this rain today go to any other place on the coast and see what they get. More rain at this time of the year.

Accurate information about the Klamath Basin. Ask Chilcote.

## CITY MARKET

We take pride in our ability to please, and our customers are always satisfied, because they get the best.

COLUMBIA RIVER SALMON  
A SPECIALTY  
Fresh Sea Fish and Eastern Oysters Always on Hand  
214 MAIN—PHONE 201

## TODAY'S ODDDEST STORY

United Press Service

GLENWOOD SPRINGS, Col., Feb. 23.—To doubting friends

who have noticed no signs of rabies, Emil Fredhelm a rancher, is exhibiting a sore foot and a dentist's bill to prove that he was bitten by his false teeth.

Fredhelm said that after going to bed he sneezed violently and his teeth flew out on the floor. He jumped up to rescue them and two molars which had broken off "snapped" him in the foot.

## PINE GROVE PICKUPS

John Van Meter, Mr. McCombs, Levi Griffith and A. Kinney were in Klamath Falls on business last week.

Mrs. Charles Mack was absent from her class Sunday, owing to a gripe.

Cal Icebice was in Klamath Falls last week, having dental work done.

Bert Hawkins turned a load of hay over recently. The king bolt broke and the four horses ran through three fences. Nothing serious resulted.

The next meeting of the Ladies' Civic club will be at Mrs. Brown's. Perry Robertson killed a wild cat near Olene last week.

Early Arant and daughter, Hazel, were in town Saturday.

Mr. Cunningham and Floyd were in the county seat on business last week.

The Russian colonists held religious services Sunday at the home of John Subin.

C. Harris is logging sage brush. He is using a 15-30 horse power tractor.

The Boy's Social club met with Cal Icebice Sunday evening. A very pleasant evening was spent.

The farmers of this neighborhood are plowing their ground. They expect to harvest large crops in the fall.

The Pine Grove Literary society will meet Saturday, March 6. A fine program will be rendered at that time.

There were three birthday offerings at the Pine Grove Sunday school Sunday: Bert Hawkins, 40; J. Grimes, 37; Marshall McClay, 14.

The Pine Grove Sunday school meets at 2:30. Everybody is invited. Our motto is "Welcome."

## Scattered Shots

PUT STOMACH IN FINE CONDITION  
SAYS INDIGESTION RESULTS FROM AN EXCESS OF HYDROCHLORIC ACID

Undigested food delayed in the stomach decays, or rather, ferments the same as food left in the open air, says a noted authority. He also tells us that indigestion is caused by hyperacidity, meaning, there is an excess of hydrochloric acid in the stomach which prevents complete digestion and starts food fermentation. Thus everything eaten sours in the stomach much like garbage sours in a can, forming acid fluids and gases which inflate the stomach like a toy balloon. That we feel a heavy, lumpy misery in the chest, we belch up gas, we eructate sour food or have heartburn, flatulence, water-brash or nausea.

He tells us to lay aside all digestive aids and instead, get from any pharmacy four ounces of Jad Salts and take a tablespoonful in a glass of water before breakfast and drink while it is effervescing and furthermore, to continue this for a week. While relief follows the first dose, it is important to neutralize the acidity, remove the gas-making mass, start the liver, stimulate the kidneys and thus promote a free flow of pure digestive juices.

Jad Salts is inexpensive and is made from the acid of grapes and lemon juice, combined with lithia and sodium phosphate. This harmless salt is used by thousands of people for stomach trouble with excellent results.

(Paid Advertisement)

Americans in the War  
Experiences of Yankees in French Army Are Given

(Continued from page 1)

Even during the Christmas season, before we left our trenches to meet the Germans and exchange cigars and greetings, he fixed his bayonet and declared that if we brought a German into the trench he would kill him. One day a German got drunk, rendered into our trenches and insulted us. Jacob and the German had a hell of a fist fight but afterwards shook hands and became friends. Jacob told the chap that if he had whined he would have killed him.

John Street, an evangelist from St. Louis, grew hopeful that a reconciliation was coming during the Christmas truce when we smoked and played with the Germans. The following day Street got out of our trench and waved his hand to a German friend in a trench 50 feet distant. A bullet hit him in the head and he fell dead.

"George Uillard, a Galveston negro, was our cook. He was the best singer in the trenches. The Germans loved his songs. He taught them to sing 'Sailing Down the Chesapeake Bay'. One day a shell killed Uillard. The next day the Germans yelled at us to have George sing. When we told them he was dead they yelled that they were sorry as the riflemen had agreed not to shoot the cheerful black man who sang so well."

Rader was mentioned in despatches for destroying a straw stack in which four German machine guns were hidden. With two companions he fastened beet leaves to gunny sacks as disguises, crawled through a beet field and set fire to the stack. He was in the trenches 47 days when they were filled with mud and water.

"I have new ideas about so-called bravery now," he said. "It's all a matter of nerves and experience. A fellow who is the queerest and perhaps the most scared the first day, often proves the best soldier in the end. A fellow who comes in with a great hullabaloo often breaks down. The so-called 'rotter' makes the best soldier. Men who somehow don't seem able to fit into society become cool, calm and steady when under fire."

"What impressed me most in the trenches was how human nature becomes stronger under military rules. In a railroad yard near our trenches was a pile of coal. We used to go every night and get a supply of fuel. It developed that the Germans were doing the same thing. One night a squad of six of our men came upon a squad of eight Germans."

"What's the use of fighting," asked the Germans. "You have no guns and neither have we."

"Afterwards it was understood that no man who went to get coal should be fired on. One night a newcomer in our trenches who had not heard of the arrangement, killed a German. We pummeled him but neither the Germans nor ourselves ever dared to go after coal afterward."

With Rader is F. B. Towle, of Larchmont, N. Y., who is a son of Capt. F. B. Towle, of the New York national guard. He is serving in the second regiment of the legion.

"The most extraordinary American in our regiment," he said, "was a youth from Chicago named Simons, better known as Athos, the wrestler. He left our trenches and caught a huge German between the lines one night. They wrestled a long time and finally Athos threw the German, knocking him senseless. He ran to the trench and got a coil of wire and bound the prisoner and brought him to our trenches."

"For this he was made a lieutenant and given a reward of \$30. He spent the reward for a feast for his men."

Rader said only 385 men were left of his regiment out of a total of 1,500 who originally went into service. He said it was possible to walk 125 miles without leaving the Allies' trenches once.

## LEGAL NOTICES

Notice of Sheriff's Sale

By virtue of an execution in foreclosure duly issued by the clerk of the Circuit Court of the State of Oregon, for the county of Klamath, dated the 13th day of February, 1915, in a certain suit in the Circuit Court of said county and state, wherein the First National Bank of Klamath Falls, Oregon, as plaintiff, recovered judgment against Agnina Oswald M. Hector and Winnie L. Hector in the sum of \$1,515.00 together with interest thereon at 8 per cent from August 8th, 1914, and \$75.00 attorneys fees and \$17.40 costs; and judgment of foreclosure against the Northwest Real Estate and Investment company, a corporation.

NOTICE IS HEREBY GIVEN that in obedience of said execution I will on the 20th day of March, 1915, at 2 o'clock in the afternoon of said day, in front of the court house in the city of Klamath Falls, State of Oregon, sell at public auction, to the highest bidder for cash the following described real property:

All of Lot Nine (9) in Block Forty-two (42) First Addition to the City of Klamath Falls, Oregon, TAKEN AND LEVIED upon as the property of the said Oswald M. Hector, Winnie L. Hector, and the

## Something to Remember

That the use of wool padding will not eliminate the grinding of corners and hems in your linen when it is dragged over twelve feet of iron surface, which is sure to pull them out.

Our plant is new and modern in every respect, and our FLAT WORK IRONER positively has none of these objectionable features. Call at our plant any day and let us convince you that we can prolong the life of your linen.

## Mending Free

## Superior Laundry

PHONE 123

## OLD-TIME COLD CURE—DRINK HOT TEA!

Get a small package of Hamburg Brest Tea, or as the German folks call it, "Hamburger Brust Tee," at any pharmacy. Take a tablespoonful of the tea, put a cup of boiling water upon it, pour through a sieve and drink a teaspoon full at any time during the day or before retiring. It is the most effective way to break a cold and cure grip, as it opens the pores of the skin, relieving congestion. Also loosens the bowels, thus breaking up a cold.

Try it the next time you suffer from a cold or the grip. It is inexpensive and entirely vegetable, therefore safe and harmless.

## RUB RHEUMATISM FROM STIFF, ACHING JOINTS

Rub Soreness from joints and muscles with a small trial bottle of old St. Jacobs Oil

Stop "dozing" Rheumatism. It's pain only; not one case in fifty requires internal treatment. Rub soothing, penetrating "St. Jacobs Oil" right on the "tender spot," and by the time you say Jack Robinson—out comes the rheumatic pain. "St. Jacobs Oil" is a harmless rheumatism cure which never disappoints and doesn't burn the skin. It takes pain, soreness and stiffness from aching joints, muscles and bones; steps sciatica, lumbago, backache, neuralgia. Limber up! Get a 25 cent bottle of old-time, honest "St. Jacobs Oil" from any drug store, and in a moment you'll be free from pains, aches and stiffness. Don't suffer! Rub rheumatism away.



## ABSORBENT COTTON

STERILE GAUZE AND SURGICAL BANDAGES OF ALL KINDS ARE A SPECIALTY AT THIS STORE.

THE DOCTOR WOULD TAKE NO CHANCES WITH INFERIOR GOODS OF THIS KIND AND YOU CANNOT AFFORD TO EITHER. BUY HERE—AND GET THE BEST.

## UNDERWOOD'S PHARMACY

Corner Main and Seventh

KLAMATH FALLS, OREGON

## It's going to be Diamond year in Humboldt County

and every other county in California as well, if economical tire mileage will make it so.

Read this letter and think it over:

"Eureka, California, November 27, 1914.  
"Right here I want to thank you for letting me in on the Diamond line. We have had a splendid season, outlast almost every other dealer, replacements have been very few and nine times out of ten we sell the famous Squegee Tread in place of the smooth.  
"Six different stage lines running in this county have been using Squegee Tread cases all season and the 'lowest' mileage in any case has not been below 5,500—the best is 11,000 and the average is 7,000.  
"Next year will be Diamond year in Humboldt County.  
"K. Knudson, Manager,  
"SEQUOIA TIRE AND OIL COMPANY."

In addition to the extraordinary mileage and freedom from trouble that you get in Diamond Squegee Tread Tires, you can now buy them at the following "FAIR-LIST" PRICES:

Size	Diamond Squegee	Size	Diamond Squegee
30 x 3	\$ 9.45	34 x 4	\$20.35
30 x 3 1/2	12.20	36 x 4 1/2	22.70
32 x 3 1/2	14.00	37 x 5	33.90
33 x 4	20.00	38 x 5 1/2	46.00

## PAY NO MORE

For Automobiles, Bicycles, Put on For Cyclecars, Motorcycles

## Diamond Squegee Tires

## CASTLES IN THE AIR



become concrete realities if you found your success upon a bank book. A small sum deposited weekly will insure you against the inevitable "rainy day." The man with the bank account has a feeling of security sadly lacking in the "half-fellow-well-met." A dollar opens an account with us and forms the habit.

## FIRST STATE AND SAVINGS BANK

KLAMATH FALLS, OREGON